

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY JIDDA PRIORITY

USDEL RIYADH PRIORITY

C O N F I D E N T I A L STATE 203022

E.O. 11652: GDS

TAGS: BEXP, SA

SUBJECT: WORKING GROUP ON INDUSTRIALIZATION MEETING WASHINGTON
SEPTEMBER 26-28

REF: (A) STATE 192380; (B) JIDDA 5258

1. U.S. WORKING GROUP GRATIFIED AT SAUDI ACCEPTANCE PROPOSED AGENDA AND NEW DATES. CONCUR DELETION AGENDA ITEM 8.

2. RE QUESTIONS RAISED PARAS 2 AND 3 REF (B), INVITATIONS TO LUNCHEON AND OPEN FORUM MEETING WITH SAUDI DELEGATION SENT OVER SIGNATURE COMMERCE SECRETARY DENT TO CHIEF EXECUTIVE OFFICERS OF OVER 200 LEADING U.S. CORPORATIONS; ANTICIPATING ATTENDANCE APPROXIMATELY 150. FIRMS INVITED REPRESENT FULL RANGE INDUSTRIAL, CONSTRUCTION, CONSULTING, DESIGN/ENGINEERING, AND PROFESSIONAL SERVICES IN WHICH SAUDIS HAVE EXPRESSED DEVELOPMENT INTEREST.

3. NATIONAL ASSOCIATION OF MANUFACTURERS HAS ARRANGED FOR SAUDI DELEGATION MEET AT ITS OFFICES MORNING SEPTEMBER 26
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WITH SELECT GROUP SOME 30-40 CEO'S FOR ROUNDTABLE DIS-

CUSSION. MEETING WITH LARGER BUSINESS AUDIENCE DESCRIBED
PARA 2 ABOVE BEGINS AT MAYFLOWER HOTEL WITH LUNCHEON 12:30-
1:30 P.M. AND PROPOSED OPENING REMARKS (1:30-2:00 P.M.) BY
SECRETARIES SIMON AND DENT AND NAM PRESIDENT DOUGALS KENNA.
PLAN FOR PERIOD 2:00-4:00 P.M. BE DEVOTED TO: (1) SAUDI
PRESENTATION INDUSTRIALIZATION PLANNING AND OBJECTIVES,
BUSINESS CLIMATE, INCENTIVES TO U.S. FIRMS, DESIRED FORM
AND CRITERIA FOR U.S. BUSINESS PARTICIPATION, AND OTHER ELE-
MENTS SAUDIS MAY WISH INJECT; FOLLOWED BY (2) QUESTION AND
ANSWER SESSION IN WHICH SAUDIS FIELD QUESTIONS FROM BUSINESS-
MEN.

4. SAUDIS MAY EXPECT BE CONFRONTED WITH SEARCHING QUESTIONS
ON SAUDI MARKET POTENTIAL AND ECONOMIC FEASIBILITY PROPOSED
INDUSTRIAL PROJECTS (PARTICULARLY SMALLER ONES IN HYDROCARBON
SECTOR) AND ON SAUDI POLICY ISSUES (E.G., TARIFF POLICY,
INDUSTRIAL PROPERTY RIGHTS, INVESTMENT INSURANCE, VISA POLICY,
ETC.) WAS FOR THIS REASON, PLUS EXPECTED PREDOMINANT CEO
CHARACTER U.S. BUSINESS GROUP, THAT WE SUGGESTED SAUDIS MIGHT
WISH PITCH CALIBER ITS DELEGATION ACCORDINGLY. WAS NOT
INTENT PARA 5 REF (A) TO SUGGEST HIGHER SAUDI OFFICIALS REPLACE
WORKING GROUP MEMBERS BUT THAT SAUDIS MIGHT WISH SEND HIGHER
LEVEL OFFICIALS WITH WORKING GROUP TO HANDLE POLICY ISSUES
LIKELY TO ARISE. FEEL SUGGESTION ABDUL HADY TAHER AND
MAHMUD TAIBA REF (B) IS GOOD ONE. WHETHER SEND OTHER HIGHER
OFFICIALS WITH WORKING GROUP, OR SUBSTITUTE FOR WORKING GROUP,
IS MATTER SAG DISCRETION.

5. RE ISSUE INTERESTING U.S. FIRMS IN NON-HYDROCARBON
PROJECTS OF TYPE LISTED IN DOCUMENT SUPPLIED BY ISDC IN
RIYADH MEETINGS, U.S. WORKING GROUP FEELS HAVING EXISTING
FEASIBILITY AND PRE-INVESTMENT STUDIES AVAILABLE IN WASHINGTON
WOULD BE DESIRABLE AND MATERIALLY ASSIST OUR EFFORTS THIS
REGARD. IF SAG CONCURS, URGE THEY SEND OR BRING TO WASHINGTON
ON FORTHCOMING TRIP COPIES ALL SUCH AVAILABLE STUDIES.
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